

WASHINGTON STATE DEPARTMENT OF REVENUE



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Taxable Retail Sales Rise 2.8 Percent in 2003

OLYMPIA, Wash., May 10, 2004 — Taxable retail sales in Washington rose 2.8 percent to \$87.2 billion in calendar year 2003, according to a quarterly business review published online by the Washington State Department of Revenue.

Retail trade was up 4.6 percent to \$46.5 billion. Retail trade is subset of all sales that includes retail outlets only, and excludes services and such volatile sectors as contracting and manufacturing.

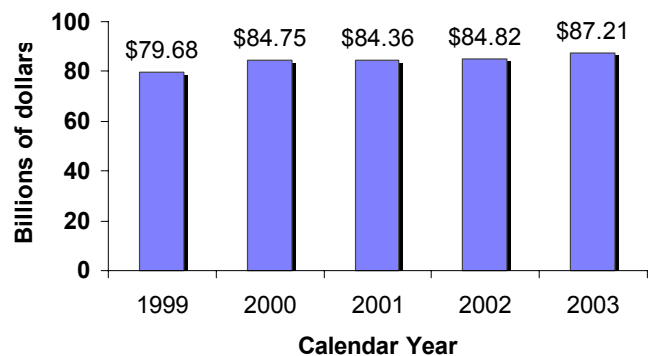
Sales at hardware stores increased 18.3 percent to \$1.2 billion. Electronics and music sales rose 13.8 percent to \$2.2 billion, while apparel and accessories sales rose 13.2 percent to \$2.3 billion. Furniture and furnishing sales rose 11.4 percent to \$4.2 billion.

Sales by auto dealers rose 6.4 percent to \$8.8 billion. Auto sales comprised 10.1 percent of all sales and 18.9 percent of retail trade.

Among the largest counties, King County taxable retail sales rose 0.6 percent to \$35 billion, while its retail trade was up 4.1 percent to \$17.4 billion. Pierce County taxable retail sales were up

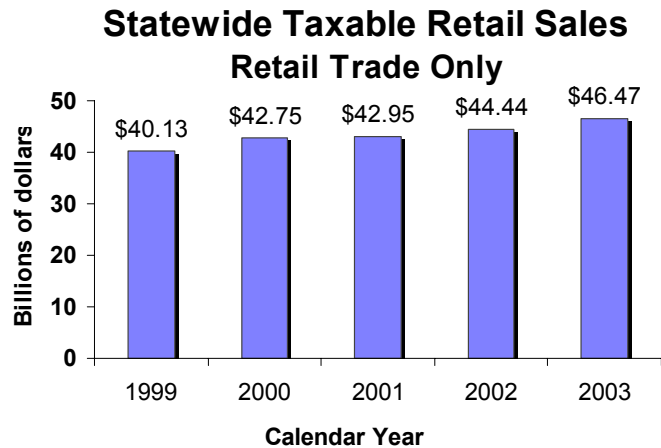
7.3 percent overall to \$9.5 billion while retail trade rose 5.2 percent to \$5.4 billion. Snohomish County

Statewide Taxable Retail Sales



was up 3 percent overall to \$8.1 billion and up 4.3 percent in retail trade to \$4.7 billion. Spokane County was up 4.5 percent overall to \$5.8 billion and up 5.2 percent in retail trade to \$3.4 billion. Taxable retail sales in Clark County, with the fifth-largest market share, rose 6.7 percent to \$3.7 billion while retail trade was up 8 percent to \$1.9 billion.

Among cities with the most sales, Seattle's taxable retail sales slid 1.2 percent to \$12.5 billion although retail trade was up 2 percent at \$5.4 billion. Bellevue rose 0.3 percent overall to \$4.1 billion and was up 7.7 percent in retail trade to \$2.5 billion. Tacoma was up 6.7 percent overall to \$3.7 billion, and up 3.1 percent in retail trade to \$2.1 billion. Spokane increased 4.1 percent overall to \$3.2 billion while retail trade was up 3.4 percent to \$1.8 billion. Vancouver, with the fifth-largest share of sales, was up 6.9 percent overall to \$2.1 billion and 8.8 percent in retail trade to \$1.1 billion.



Complete results for all counties and selected cities, including breakdowns of sales by industry sector, are available online at <http://dor.wa.gov>. Go to the quarterly business review area in the statistical reports section, <http://dor.wa.gov/content/statistics/2003/qbr403/default.aspx>.

Viewers also can use the "create quarterly business reviews" function at http://dor.wa.gov/content/statistics/stats_QBRData.aspx to get details on any incorporated city.

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TAXABLE RETAIL SALES BY COUNTY**All Taxable Retail Sales*****Retail Trade Only****

(\$000) add three digits to all figures

	Calendar 2002	Calendar 2003	Change		Calendar 2002	Calendar 2003	Change
Adams	\$145,165	\$147,934	1.9%		\$62,777	\$65,492	4.3%
Asotin	139,432	144,128	3.4%		88,697	89,869	1.3%
Benton	1,916,805	2,020,400	5.4%		1,130,037	1,189,533	5.3%
Chelan	1,037,206	1,039,275	0.2%		520,638	537,094	3.2%
Clallam	703,454	762,944	8.5%		401,572	420,547	4.7%
Clark	3,490,221	3,723,675	6.7%		1,746,563	1,886,233	8.0%
Columbia	24,467	26,209	7.1%		9,169	8,740	-4.7%
Cowlitz	1,134,153	1,081,266	-4.7%		587,468	622,065	5.9%
Douglas	307,630	322,208	4.7%		188,391	194,606	3.3%
Ferry	28,645	29,042	1.4%		12,059	12,107	0.4%
Franklin	684,352	734,028	7.3%		306,107	321,245	4.9%
Garfield	13,703	16,083	17.4%		5,131	6,625	29.1%
Grant	727,045	744,458	2.4%		354,673	373,462	5.3%
Grays Harbor	809,236	669,113	-17.3%		374,702	378,244	0.9%
Island	589,751	615,830	4.4%		281,333	304,434	8.2%
Jefferson	270,875	293,690	8.4%		119,281	124,356	4.3%
King	34,791,128	34,987,571	0.6%		16,686,678	17,377,346	4.1%
Kitsap	2,601,462	2,777,341	6.8%		1,678,124	1,728,675	3.0%
Kittitas	411,536	460,905	12.0%		205,704	212,412	3.3%
Klickitat	154,515	131,762	-14.7%		37,533	33,078	-11.9%
Lewis	1,044,736	862,712	-17.4%		444,757	443,201	-0.3%
Lincoln	61,534	65,817	7.0%		22,750	23,706	4.2%
Mason	366,674	394,473	7.6%		186,246	197,801	6.2%
Okanagan	315,370	325,356	3.2%		169,829	176,229	3.8%
Pacific	142,706	149,483	4.7%		65,184	66,541	2.1%
Pend Oreille	51,613	60,416	17.1%		22,920	25,611	11.7%
Pierce	8,849,045	9,498,215	7.3%		5,135,109	5,402,723	5.2%
San Juan	280,145	302,596	8.0%		90,889	95,884	5.5%
Skagit	1,783,818	1,896,915	6.3%		1,140,813	1,168,843	2.5%
Skamania	59,114	68,769	16.3%		11,082	14,619	31.9%
Snohomish	7,862,994	8,096,951	3.0%		4,534,519	4,731,308	4.3%
Spokane	5,572,173	5,820,431	4.5%		3,217,818	3,385,083	5.2%
Stevens	249,172	256,604	3.0%		126,611	134,585	6.3%
Thurston	2,931,013	3,049,256	4.0%		1,622,347	1,741,186	7.3%
Wahkiakum	16,580	16,989	2.5%		5,146	5,267	2.4%
Walla Walla	518,987	547,970	5.6%		250,751	258,839	3.2%
Whatcom	2,234,345	2,422,597	8.4%		1,237,207	1,320,296	6.7%
Whitman	316,245	351,297	11.1%		140,808	138,429	-1.7%
Yakima	2,178,921	2,294,202	5.3%		1,213,069	1,257,594	3.7%
TOTALS	\$84,815,967	\$87,208,911	2.8%	\$	44,434,493	\$ 46,473,908	4.6%

*All taxable retail sales includes retailing, services, contracting (construction), manufacturing, transportation, communications, utilities, wholesaling, finance, insurance, real estate and others. Sales taxes from contracting can be highly volatile.

**Retail Trade includes taxable sales of building materials and hardware, general merchandise, food, auto dealers, apparel, furnishings, eating/drinking places, and miscellaneous retail stores. This figure better represents consumer purchases.

TAXABLE RETAIL SALES BY SELECTED CITIES**All Taxable Retail Sales*****Retail Trade Only****

(\$000) add three digits to all figures

	Calendar 2002	Calendar 2003	Change	Calendar 2002	Calendar 2003	Change
Aberdeen	\$347,253	\$352,246	1.4%	\$237,257	\$242,043	2.0%
Auburn	1,386,968	1,424,051	2.7%	745,522	811,073	8.8%
Bellevue	4,074,500	4,085,175	0.3%	2,296,701	2,473,511	7.7%
Bellingham	1,549,045	1,673,098	8.0%	957,156	1,027,167	7.3%
Bremerton	637,480	664,444	4.2%	425,548	417,653	-1.9%
Camas	137,995	129,339	-6.3%	40,776	42,202	3.5%
Centralia	231,935	234,929	1.3%	138,801	139,255	0.3%
Chehalis	291,142	312,732	7.4%	201,039	207,491	3.2%
Colville	134,228	141,404	5.3%	89,321	93,130	4.3%
Des Moines	156,162	161,584	3.5%	88,186	82,563	-6.4%
Edmonds	465,606	481,032	3.3%	286,803	293,535	2.3%
Ellensburg	266,700	295,511	10.8%	154,588	159,800	3.4%
Everett	2,056,722	2,051,157	-0.3%	1,157,356	1,183,157	2.2%
Federal Way	1,198,942	1,179,841	-1.6%	773,484	782,601	1.2%
Fife	582,661	624,885	7.2%	372,531	418,378	12.3%
Issaquah	986,169	1,008,656	2.3%	625,508	644,293	3.0%
Kelso	204,422	223,016	9.1%	123,292	130,832	6.1%
Kennewick	1,152,579	1,198,950	4.0%	773,029	808,259	4.6%
Kent	2,099,572	2,005,341	-4.5%	865,507	868,040	0.3%
Kirkland	1,254,747	1,356,322	8.1%	749,684	840,570	12.1%
Lacey	581,149	556,158	-4.3%	328,636	355,356	8.1%
Longview	680,827	600,194	-11.8%	358,049	376,934	5.3%
Lynnwood	1,678,371	1,781,054	6.1%	1,231,891	1,312,694	6.6%
Marysville	396,053	404,622	2.2%	220,827	225,217	2.0%
Mercer Island	240,092	218,375	-9.0%	53,422	51,006	-4.5%
Moses Lake	367,844	369,451	0.4%	212,557	226,832	6.7%
Mount Vernon	470,204	503,728	7.1%	310,972	307,798	-1.0%
Mountlake Terrace	129,345	143,444	10.9%	57,581	62,995	9.4%
Oak Harbor	266,684	280,293	5.1%	166,045	180,585	8.8%
Olympia	1,489,039	1,595,333	7.1%	938,116	996,127	6.2%
Omak	104,142	107,835	3.5%	75,705	80,109	5.8%
Pasco	617,575	650,930	5.4%	293,604	305,394	4.0%
Port Angeles	260,005	280,821	8.0%	143,288	148,143	3.4%
Port Townsend	139,432	152,468	9.3%	69,650	71,272	2.3%
Pullman	224,620	258,257	15.0%	112,219	110,441	-1.6%
Puyallup	1,408,434	1,474,074	4.7%	1,056,186	1,078,584	2.1%
Redmond	1,595,224	1,640,193	2.8%	704,325	762,627	8.3%
Renton	1,677,825	1,763,640	5.1%	950,647	968,464	1.9%
Richland	578,884	584,039	0.9%	295,116	314,966	6.7%
SeaTac	877,378	828,276	-5.6%	132,429	140,213	5.9%
Seattle	12,676,311	12,522,830	-1.2%	5,338,478	5,443,371	2.0%
Shelton	171,563	185,983	8.4%	105,971	107,519	1.5%
Spokane	3,093,333	3,221,334	4.1%	1,731,401	1,790,237	3.4%
Sunnyside	207,043	200,142	-3.3%	128,142	129,197	0.8%
Tacoma	3,475,274	3,708,718	6.7%	2,014,887	2,076,843	3.1%
Tukwila	1,698,267	1,798,012	5.9%	1,165,195	1,204,546	3.4%
Vancouver	1,924,333	2,058,037	6.9%	1,033,242	1,124,121	8.8%
Walla Walla	390,616	394,215	0.9%	206,150	210,921	2.3%
Wenatchee	591,039	613,436	3.8%	341,648	353,853	3.6%
Yakima	1,205,189	1,246,026	3.4%	694,430	704,642	1.5%

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